

<b>CUT RATE ONLY FOR EXCURSION TRIPS</b>	<b>BUSINESS NEWS AND TRADE NOTES</b>
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Conservatism in Price Cutting  
Urged by Dress Manu-  
facturers Association.

Following a discussion of conditions in the industry it was decided in yesterday's meeting of the Wholesale Dress Manufacturers Association, Inc., to send a letter to members of the association letters urging continued conservatism during the summer or cotton season, with cutback only for bona fide orders. That action was deemed necessary because of the existing uncertainty in the dress industry. Jacob Siegel of the Siegel-Levy Company, Inc., was selected president of the association. The plan for a joint service credit bureau was endorsed.

into this country for any month of the last two years was touched in March, according to a statement issued yesterday by C. E. Rockstroh, a local burliap broker. Total imports for the month were 109,000,000 yards. Shipments to the Atlantic coast were 93,000,000 yards and to the Pacific coast 16,000,000 yards. A total of 5,000,000 yards was shipped to Argentina. Large imports of burliap have flooded the market and temporarily weakened prices.

**Flexible Leather Tariff.**

A tariff plan of interest to leather goods manufacturers was offered in the

Association of Leather Goods Manufacturers' recent meeting. Its main feature is flexible tariff rates, which would be adjusted with exchange rates of exporting countries. The flexible rates would be based on coefficients of 3. In short, if the rate of exchange for an English pound was 80 percent less than its

pound was 20 per cent. less than standard prices a third, or 7 per cent., would be the rate on English imports. If there should not be a change in levels fixed tariffs would displace the adjustable method.

### Uncertainty in Wash Goods.

The necessity of carrying a constantly varying line of patterns and fabrics is said to make the present situation of wash goods converters anything but enviable. With recent business on a day to day basis, it has been difficult to keep abreast of new developments. Keen

competition for business among converters, however, has been of advantage to buyers in that they have had a broad range of selection and an extremely large number of suggestions to choose from. Any continued break of seasonable weather is expected to develop a brisk wash goods business, however, and converters and manufacturers able to anticipate buyers' wants will receive

**Continued Quiet in Gray Goods.**  
A steady cotton market had little effect in opening up trading in yesterday's local gray goods market. A nominal amount of business was done in print cloths for spot delivery, but the lack of future delivery goods was noticeable. Offerings of  $\frac{3}{16}$  inch

64-66 at 7 1/2 cents were plentiful, while narrow print cloths of 27 inch, 55-52s were sold on the basis of 4 1/2 cents. Fill in business constitutes most of the trading in sheetings. Export business continues to rule buyers' interest, but otherwise market features are negligible. Fine combed yarn cloths were sold on a basis of 1 1/2 cents for 96-100s, future delivery.

**Wide Ribbons Improve.**  
A noticeable increase in demand for wider ribbons has developed in the last week. Retailers and millinery manufacturers are said to be leading the buyers of such ribbons, and dress manufacturers have placed fully 50 per cent. of their orders for wide goods. The ribbon situation in general records improvement.

improvement, more frequent reorders and business in larger volume being the rule. Prices, however, are unchanged. Demand is said to have centered around the Nos. 2 and 3 in two-toned effects.

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**Little Interest in Tapestry.**

Factors in the trade generally expressed surprise that the rug auction sale, now

near its close, has not resulted in increased business for tapestry and the upholstery trades. The many buyers in town who often act as rug buyers and tapestry buyers were expected to develop considerable inquiry for prices and new fabrics. A large mill representative stated that he had not even seen a rug buyer. The only reason given for their non-appearance in the

leapfrog bid is that they do not feel obliged to order their merchandise so far in advance, as those goods fall in the class of all year round articles whereas the rug trade is seasonal.

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**Novel Bathing Suit Bag.**

A bathing suit and a accessory bag carrier recently put on the market by a prominent bathing suit manufacturer.

having volume sales. The bag is made of an imported woven fiber material, chemically treated and water proofed. It is compact and can be readily carried by a strap handle. When suspended it is similar in appearance to a closed folding camera, but somewhat longer and wider than the average camera. A bathing suit, stockings, shoes and various accessory articles

can be carried conveniently. The bag is made in black and tan and retails for \$1.50.

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**Plan Salesmen's Convention.**

Plans for a national convention of salesmen probably during the last part of the year are being considered by the national council of the Traveling Salesmen's Association. If the conven-

tion becomes a reality it is intended to include all salesmen, and the program will not be confined to members of the council's twenty-eight member organizations. Announcement of the association's decision in regard to holding the convention is expected to be made soon. Cincinnati appears to be the most favored city for the meeting.

## Business Troubles

### PETITIONS IN BANKRUPTCY.

Petitions in bankruptcy filed yesterday in United States District Court were:

**H. L. MANDEVILLE & Co.**, Harry L. Mandeville and Thomas H. Sealy, stock brokers, 42 Broadway—Involuntary by Beasle Lake, who claims \$539; Samuel Lake, \$318, and

Mildred Goldstein, \$445. Irwin Weinstein,  
attorney for petitioners.  
DOREMUS & BENZER, INC., toy makers,  
21 East 15th st.—Involuntary by Federal  
Doll Manufacturing Company, which claims  
\$653. Manuel Newfeld, attorney for peti-  
tioner.

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**ASURY STATEMENT.**

NEW YORK HERALD.

New York Herald Bureau,  
Washington, D. C., April 7.

Close of business April 5, 1922.

Corresponding period last year.	*Fiscal year 1921.	Corresponding period fiscal year 1920.
\$4,170,857	\$253,032,339	\$229,119,279
12,764,225	1,714,063,577	2,403,246,474
12,178,190	955,066,003	1,101,142,044

5,418,614	329,438,874	563,711,179
164,367	9,173,737	9,324,938
34,705,775	3,262,310,445	4,089,744,315
.....	630,997,120	535,438,104
35,828,642		
50,534,418	2,611,312,724	3,854,369,414

aching the Treasury in July are included.

BRONX.		
BRANIGAN, James-J. Atkinson;		
Feb. 8, 1922.....		\$116.30
SAME-A. G. MacLean; June 23,		
1916.....		89.01